

Procurement for VMware License Renewal & Upgradation under Broadcom Core-Based Licensing Model for Datacenter for 3 Years in BRPL

CMC/BR/26-27/FK/PR/DG/1361

PRE BID REPLIES

S. No	Query Type Technical/ Commercial	Page No	Clause No	BRPL Clause	Bidder Query	BRPL Replies/ Corrigendum
1	Commercial	18	12.1	Bid Validity: 180 days from the due date of submission or amended due date of submission	Due to rapid fluctuations in global pricing and market conditions, vendors are unable to maintain commercial validity beyond 40 days. Therefore, the maximum price validity that can be offered is 40 days.	Bid Validity: 60 days from the due date of submission or amended due date of submission
2	Technical - QUALIFYING REQUIREMENTS (QR)	7	4.2	The bidder must be a Premier level OEM partner and must submit MAF for the product that is being proposed as part of the offer specific to this tender duly issued by the OEM authorizing the bidder to submit the bid for tendering which is deemed to be an agreement in between the bidder and OEM for support and spares.	Request to consider OEM Authorised Partners for the product being proposed with Tender specific MAF submission along with their valid Partnership Certificate	Tender Condition Prevails
3	Technical - QUALIFYING REQUIREMENTS (QR)	7	4.5	Bidder must have record of successfully implementing, managing, and a minimum of 20 no of Vmware virtualization infrastructure in the last 5 years. Max of 10 Orders copies for above along with customer's reference shall be submitted with the bid.	Vendor's record of successfully implementing & managing VMware virtualization infrastructure in the last 5 years to be considered basis PO copies executed with minimum value of said RFP specified Estimated cost & minimum of 3 to 5 nos of customer POs to be submitted.	We can consider it for 5 to 10 PO as well as Project completion signoff report from customer must be submitted
4	Technical	39-40	Bill of Quantity	SCOPE AND TECHNICAL SPECIFICATIONS	Kindly share Host machine details (make / model) along with Processor details, required to check for upgrade feasibility	As per Corrigendum I Enclosed
					Kindly confirm TPM security chip level to verify for the ESXi upgrade support activity	As per Corrigendum I Enclosed
					Kindly share existing vCenter version	Vmware vCenter Server Appliance 7.0.0.10100
					Kindly confirm existing No. of clusters running in the VMware cluster	8 host in Cluster and rest 6 are standalone
					kindly confirm details as to how many no. of VMs are running along with their OS / application details	As per Sheet Enclosed

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					kindly confirm details of Storage being used - SAN/NAS and its make/model and its connectivity type - Fiber/iSCSI	Unity 380F (Dell EMC) & Netapp FAS 2820 (Netapp) Both are using Fiber Channel /iSCSI
					kindly confirm who will take care of hardware issues and firmware upgrades, if required	Our OEM and Partner
					kindly confirm existing support available for all the hardware and virtualization software OEMs	Yes (OEM/Partner)
					kindly confirm if any migration activity is involved	Yes but its upgradation in place
5	Commercial	18	12.1	Bid Validity: 180 days from the due date of submission or amended due date of submission	I would like to highlight that, as per my discussion with the OEM today, they are providing a price validity of only 30 days, whereas the tender requires a price validity of 180 days. I request you to kindly review this matter and advise on the possible way forward. I will also be meeting you on Monday to discuss this in detail.	Bid Validity: 60 days from the due date of submission or amended due date of submission
6	Scope of Work			Existing Infrastructure	Kindly provide details of existing server hardware make/model and support status. Compatibility validation.	As per Corrigendum I Enclosed
7	Scope of Work			Storage Integration	Please provide details of storage OEM, model, firmware version, and integration requirements. Compatibility assessment.	Unity 380F (Dell EMC) & Netapp FAS 2820 (Netapp) Both are using Fiber Channel /iSCSI (Details Attached)
8	Scope of Work			Backup Integration	Please share details of existing backup solution and required integration scope. Impact assessment during migration.	Tender Condition Prevails
9	Scope of Work			Network Integration	Kindly provide details of existing network architecture and NSX deployment, if any. Migration planning.	Software defined network not needed as of now but distributed switching is might be needed

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10	Scope of Work			DR Environment	Please confirm whether DR site VMware infrastructure is included in the licensing and implementation scope. Licensing calculation.	Tender Condition Prevails
11	Scope of Work			Business Continuity	Is bidder responsible for application migration planning and workload validation after upgrade? Scope clarity.	Tender Condition Prevails
12	Scope of Work			Downtime Window	Please specify approved maintenance window and downtime constraints. Project planning.	We assume no downtime will be required for VMware host in cluster and for standalone host we will plan (Considering to upgrade will be in place)
13	Scope of Work			Acceptance Criteria	Kindly share detailed acceptance test plan and sign-off criteria. Project closure.	All activity (All features is available VVF have to be tested and shown in working) documented as well as same to be trained to our team to resolve all day to day operation issue.
14	Clause 4 QR			Minimum 20 VMware Implementations	Kindly confirm whether VMware renewal/upgrade projects are also considered under implementation experience. Qualification clarification.	We can consider it for 5 to 10 PO as well as Project completion signoff report from customer must be submitted
15	Clause 4 QR			Premier Level OEM Partner	Please confirm whether Broadcom Advantage/Expert Partner certifications are acceptable. Partner eligibility.	Tender Condition Prevails
16	Scope of Work			Support Requirement	Please clarify whether OEM support and partner support are both required. Support planning.	OEM support and one time implementation by partner
17	Clause 13 SCC			24x7 Support with 2-Hour Resolution	Kindly clarify whether 2-hour resolution refers to response time or issue resolution time. SLA feasibility.	Highest SLA available
18	Clause 13 SCC			3-Year License Period	Please confirm if licenses should be co-terminus for all components. Subscription management.	Tender Condition Prevails
19	Scope of Work			Documentation	Kindly specify documentation deliverables expected from successful bidder. Project closure requirements.	All activity documented as well as same to be trained to our team to resolve all day to day operation issue.

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20	Scope of Work			Knowledge Transfer	Please confirm if administrator training and knowledge transfer sessions are required. Resource planning.	KT Session documentation required as well as KT session must be record and provide it
21	Scope of Work			Security Compliance	Kindly provide mandatory security hardening guidelines. Compliance requirements.	This will be as per CIS and NIST guidelines
22	Scope of Work			Compatibility Validation	Please confirm whether application compatibility testing is in bidder scope or BRPL scope. Scope definition.	Tender Condition Prevails
23	Scope of Work			Health Check	Is bidder required to conduct pre-upgrade and post-upgrade health assessment reports? Deliverables clarification.	Yes and shared with us
24	Scope of Work			Future Expansion	Please confirm whether additional node/core expansion options should be quoted separately. Future scalability.	Tender Condition Prevails
25	Scope of Work			Resident Engineer	Please confirm whether onsite resident engineer support is required. Resource estimation.	Tender Condition Prevails
26	Scope of Work			OEM Escalation	Please clarify whether bidder shall act as single point of contact for OEM support escalations. Support responsibility.	OEM support
27	Scope of Work			Asset Details	Kindly share host-wise CPU make, model and physical core count for accurate Broadcom licensing calculations. Mandatory for core-based licensing.	As per Corrigendum I Enclosed
28	Scope of Work			Migration Methodology	Please confirm whether in-place upgrade or parallel migration approach is preferred by BRPL. Implementation approach.	In Place Upgrade
29	Scope of Work			Deliverables	Kindly provide detailed BOQ and license quantities if available. Accurate commercial submission.	Already Provided

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30	QUIDATED DAMAGES			LIQUIDATED DAMAGES	If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 20% of the total cost if the bidder fails to complete implementation within 90 days of software. Request you to please reduced to 10%	20.01 If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 10% of the total cost if the bidder fails to complete implementation within 90 days of software delivery.
31	Scope of Work			Support	VMware license 3yrs support period start date from date of license supply or from date of project completion sign off? If so the Install/ configure / upgrade schedule timeline to be provisioned in addition to 3yrs support period. Pls provide input	VMware license 3yrs support period from date of project completion sign off
32	Page No 43 & 47			3.3 Submission of Proposals SECTION VI PRICE FORMAT	<p>ii. Commercial Bid will give the Total Price with item level breakup indicating the unit rate where applicable. It will include the following: a. Hardware Cost b. License Cost</p> <p>8) Commercial Bid will give the Total Price with item level breakup indicating the unit rate where applicable. It will include the following: a. Hardware Cost b. License Cost Kindly confirm bidders has to quote Hardware also. As per price bid only Vmwaer licenses.</p> <p>HPE ProLiant DL360 Gen9 (QTY 1) and Cisco UCX Server (QTY 5) are end of support</p>	Commercial BID seperately discuss with our C&M team & there is no any H/W cost. Mentioned server in OEM (HPE ProLiant DL360 Gen9 (QTY 1) and Cisco UCX Server (QTY 5)) Support

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33	29			20.01 LIQUIDATED DAMAGES	20.01 If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 20% of the total cost if the bidder fails to complete implementation within 90 days of software delivery. Kindly confirm the per week LD charges for delay of supply and request to reduce the upper cap to 10% of the total cost.	20.01 If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 10% of the total cost if the bidder fails to complete implementation within 90 days of software delivery.
34	39			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	VMware License Renewal & Upgradation from existing vSphere Standard to latest vSphere Foundation (VVF) under Broadcom Core-Based Licensing Model Kindly confirm our scope limited to supply of Vmware license only or includes "Installation of VMware Infrastructure License Renewal & Upgrade in 14 ESXi Hosts" also.	Yes (Installation of VMware Infrastructure License Renewal & Upgrade in 14 ESXi Hosts)
35	39			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	Project: VMware Infrastructure License Renewal & Upgrade for 14 ESXi Hosts 1. Existing VMware Infrastructure Details Assume that BRPL will arrange additional servers if the existing servers have any compatibility issues with the new VMware version. Kindly confirm.	We already attached our H/W and other details and otherthan this Please align your engineers to check all prerequisites for the server upgrade. Kindly ensure that the verification is completed and submit a detailed report as part of your technical bid.

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36	40			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	3. Requirement / Justification The VMware platform serves as the virtualization backbone for BYPL's enterprise applications, databases, and mission-critical workloads. The proposed VMware license renewal and infrastructure upgrade are essential to: Any infrastructure upgrade includes in this solution? If Yes, kindly share the details for infrastructure upgradation.	VMware in Place upgradation and no any infrastructure upgrade.
37	41			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	8. Risks if Renewal is Not Executed Failure to renew may lead to: <input type="checkbox"/> Unsupported infrastructure <input type="checkbox"/> Security vulnerabilities <input type="checkbox"/> Inability to receive critical patches <input type="checkbox"/> Compliance and audit concerns <input type="checkbox"/> Increased risk of downtime <input type="checkbox"/> OEM support denial <input type="checkbox"/> Potential application/service impact Assume that BRPL will arrange additional servers in case of, <input type="checkbox"/> Unsupported infrastructure <input type="checkbox"/> Security vulnerabilities <input type="checkbox"/> Inability to receive critical patches <input type="checkbox"/> Compliance and audit concerns <input type="checkbox"/> Increased risk of downtime <input type="checkbox"/> OEM support denial <input type="checkbox"/> Potential application/service impact	We already attached our H/W and other details and otherthan this Please align your engineers to check all prerequisites for the server upgrade. Kindly ensure that the verification is completed and submit a detailed report as part of your technical bid.

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38	42			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	10. The proposal may be approved for: <input checked="" type="checkbox"/> VMware license renewal <input checked="" type="checkbox"/> Broadcom support subscription <input checked="" type="checkbox"/> Infrastructure upgradation activities <input checked="" type="checkbox"/> Associated professional services under approved OPEX budget Kindly confirm the details of below activities coming under vendor scope, <input checked="" type="checkbox"/> Infrastructure upgradation activities <input checked="" type="checkbox"/> Associated professional services under approved OPEX budget	Tender Condition Prevails
39	43			SECTION V SCOPE AND TECHNICAL SPECIFICATIONS	Scope of Work The bidder/service provider shall perform complete assessment, planning, execution, testing, and post-upgradation support for VMware infrastructure. The scope includes: <input checked="" type="checkbox"/> VMware ESXi Host Upgrade <input checked="" type="checkbox"/> vCenter Server Upgrade <input checked="" type="checkbox"/> Cluster Validation <input checked="" type="checkbox"/> Firmware & Driver Compatibility Verification <input checked="" type="checkbox"/> Virtual Machine Migration Support <input checked="" type="checkbox"/> Health Check & Testing <input checked="" type="checkbox"/> Document & Knowledge Transfer Kindly share the details of, 1.Virtual Machines for Migration activities. 2. Document & Knowledge Transfer - Any training to be arranged?	As per Corrigendum I Enclosed